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241 1936

# DIG & DUNG

A Bulletin for the Sales Manager

WITH 1936 TRADE PRICES

ON



## DAHLIAS

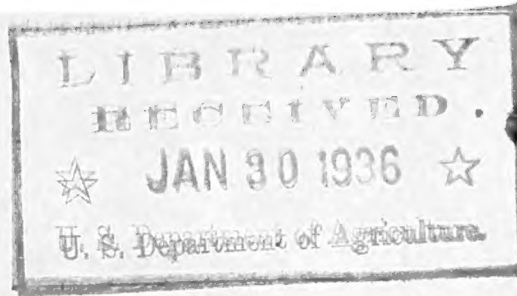


### WAYLAND DAHLIA GARDENS

E. R. Ryno, Prop.

Wayland, Mich., U. S. A.

Printed in U. S. A.



U. S. DEPARTMENT OF AGRICULTURE,

WASHINGTON, D. C.

BUREAU OF PLANT INDUSTRY  
Fruit and Vegetable Crops and Diseases

GPO 8-3591

Attention Buyer or Advertising Manager



# DIG & DUNG

*There is no soil, however barren and unproductive, that cannot, by well digging and dunging, be made fertile and prolific.*—Adapted from Cervantes' DON QUIXOTE, Part II, Chapter XII.

## A Bulletin for the Sales Manager

VOL. 5

WAYLAND, MICHIGAN, U. S. A., SEASON OF 1936

No. 1

### FIELD NOTES

There are three dahlias — JERSEY'S BEAUTY, JANE COWL, and MRS. I. DE VER WARNER—which are generally recognized as standard, any one of which should be able to carry three, or possibly five, other good varieties in a fast selling dollar collection of four or six dahlias.

\* \* \*

Such standard sorts as Alexander Waldie, Bashful Giant, Bonnie Brae, Charm, Iowa, Jersey's Beacon, Judge Marean, Judge Parker, Laura Morris, Margaret Woodrow Wilson, Sagamore, Snowdrift, etc., are all giant dahlias which have been tried out and are worthy of a place in any list or collection.

\* \* \*

Our Snowdrift were planted in a rather unfavorable location this year and we are looking for a very short crop of roots of this variety. We therefore suggest that you consider either Jean Kerr or Purity in case you wish to list a good white this season.

\* \* \*

Laura Morris is still the largest and best deep yellow decorative we have found and we have yet to hear of any complaints from anyone who bought this variety from any of the leading seed houses who listed it last year or the year before. We had a demand for more of this variety than we could supply last year and

urge those who intend to list it next year to be sure to get in their reservations early to avoid disappointment.

\* \* \*

Pride of Stratford is about the best orange decorative that we have tried. It is a wonderful bloomer, holds its large size and perfect form throughout the season and does well in any kind of soil.

\* \* \*

Thomas A. Edison is about our most popular purple decorative although stock is still somewhat limited.

\* \* \*

Doazon—or BIG GUS, if you prefer a newer edition of the same variety—while an old variety is still in our opinion as good as any red dahlia grown for either garden or exhibition purposes. It is a rank grower, has giant blooms, is a good root maker and is cheap. This variety will fit in almost any collection.

\* \* \*

Our new maize flushed pink dahlia, IOWA, made a beautiful showing last year and gives promise of becoming one of our favorite standard varieties.

\* \* \*

The Millionaire is a beautiful white and lavender decorative and we always grow quite a large stock of it; but as it usually makes such unusually large tubers we never recommend its use where mailing ex-

pense is an item to be considered.

\* \* \*

E. T. Bedford is a very satisfactory purple suffused silver decorative and has been one of our best sellers since we first listed it. It makes a rather small root but flowers are of large size.

\* \* \*

Pride of California and Oregon Beauty are both standard reds but we sold ourselves so short on these varieties last year that our stock will be rather limited this season.

\* \* \*

The ball or show type of dahlia, because of its good keeping qualities, is always in big demand for the old fashioned garden and for cutting purposes making it a good seller to both nursery and florist trade. The best varieties of this type are A. D. Livoni, pink, Yellow Duke, yellow, Maude Adams, white tipped pink, Stradella, crimson purple, Floral Park Jewel, red or red tipped white, and Bonnie Blue, bluish.

\* \* \*

Among the peony or art type of dahlia, Diana for red, Cleopatra for dull gold, White Cap for white and Rosalia Styles for pink are all giant bloomers which are fully as attractive as any of the dahlias of the decorative type.

\* \* \*

Jean Kerr is considered the best garden and florists's white and we have an immense stock of this variety offered at a very low price.

**1935 crop of Ruth Vaughan sold to R. M. Kellogg Co. [see page 3]**

# DIG & DUNG

PUBLISHED BY  
WAYLAND DAHLIA GARDENS  
E. R. RYNO, PROP.  
WAYLAND, MICHIGAN

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SEASON OF 1936

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Beginning with this issue DIG & DUNG will be mailed to you regularly each year about September 1, instead of January 1 as heretofore. This will place it in your hands when you are ready to make up your list for your new Spring catalog, and in time for you to make selections from blooming plants if you wish.

Because of the very short growing season last year tubers of many varieties were unusually small, but our fields this year prove that these small tubers were of top quality and able to produce plants full of vigor and "rarin' to bloom".

Don't forget that many of the finest varieties of dahlias naturally make small to medium size tubers and it is impossible to furnish extra large tubers of such varieties even in the most favorable season. Where roots are long and slender as are Bertha Horne, Mrs. Carl Salbach, Fort Monmouth and many others, we always cut them back to a length which will lessen damage from breakage in packing and mailing. This does not lessen the ability of the root to make a perfect plant.

Once again we wish to state that we do not sell or offer for sale undivided clumps of dahlia roots at any season of the year; and all divisions sold by us are carefully cut to one eye as required for planting.

And a word about our method of dividing clumps. We use knives only, not shears, and thus avoid all bruising and haggling of root crowns. In a recent letter from Mr. Wm. A. Finger, Jr., manager of the Locust Valley Dahlia Farm of Long Island, relative to the use of shears in dividing clumps, he says, "All L. I. growers use shears or so called clip-pers. Of most stock received of L. I.

growers only about 60 to 65% is fit for resale." We are quoting Mr. Finger not to knock other growers but to show you that at least one other well known grower agrees with us on the use of shears in making divisions.

Don't list too many varieties of dahlias and don't be in too big a hurry to include the new productions. In our actual trials the majority of these strictly new sorts prove an utter failure when grown under practical garden conditions and in the average garden soil. There are now so many good varieties that have been thoroughly tried out that it does not pay the seedsman to take chances. Leave that to us. If they are good we will soon have them for you at a price which you can afford to pay.

We have always made a practice of trimming our tubers when they are divided. Side roots, long 'tails', etc., merely increase the danger from broken necks, bother in packing, etc., without in any way adding to the value of the root for planting purposes. All fresh cuts are then treated with hydrated lime to prevent mold and rot when tubers are returned to our cool, damp stock room.

Occasionally we have a call for tubers untrimmed and untreated, for use in department store trade. We can supply such tubers only when order is placed before clumps are divided. In fact, we can prepare your stock in any special manner you wish provided you let us know your wants, with detailed specifications, early in the season.

We had an abundance of rain throughout the entire season of 1935 and while this has greatly increased the labor and expense of cultivation, we look for a good crop of wonderfully fine stock for 1936 trade. As a result considerable reductions have been made in the prices of many of our leading varieties. In a few cases, however, we have had to raise prices because of scarcity of planting stock, yet we believe you will find our prices on the whole as low as you could possibly expect on stock that can be depended upon to pro-

duce strong, healthy plants which are absolutely true to name.

Where customer's order amounts to \$100. or more we furnish a liberal supply of Cultural Direction leaflets with customer's name imprinted on same without extra charge. These leaflets are printed in blocks early in the season and it is important that we know your requirements on this item in advance.

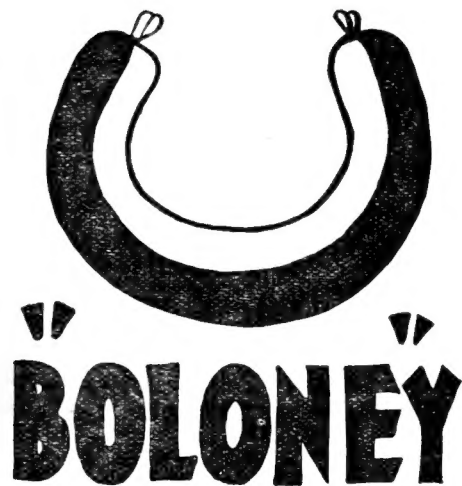
We always urge our customers to make their selections during September while plants are in full bloom. In this manner you can be sure of getting just the color combinations you want and have an opportunity to see the strong points of the varieties you are listing. As a matter of fact it is really worth any man's time to visit our gardens and see the hundreds of thousands of blooms which are presented from about September 1st. until frost.

Don't think it is necessary to change your entire list each season. If you had good results with the varieties you offered last year, the same list should show even greater sales if repeated in this year's catalog.

While it is true that we buy thousands of tubers every year, mostly for our own planting purposes, and can almost always offer a cash market for good stock of standard varieties, yet we are not jobbers. Practically all the tubers we sell to our customers are grown by ourselves, or under our immediate supervision and we know at all times just what we are sending out.

For the past three years we have been very short on standard reds, especially those varieties required for counter trade. Last year we had a very fine lot of Pride of California offered to us at \$40. per thousand. We wanted this lot very badly for planting purposes, but we did not feel that the grower could really expect us to consider his offer when we had already sold our own stock of the same variety at \$30. Growers who have surplus lots for sale should please bear in mind that we cannot offer more than our minimum selling price for such stock.

# This isn't



Don't you think it would be to your advantage to tie up with a grower

Who makes a business of raising dahlias, and nothing else, exclusively for the wholesale trade;

Who raises stock enough to meet your entire requirements for the season;

Who has supplied many of the leading seed and nursery houses of the country for years;

Who has a reputation for supplying absolutely dependable stock at prices which are based on actual cost of production;

Who is equipped to take care of your orders whether for stock in bulk or wrapped and packed to meet any special requirements; and

Who is able to finance you until your stock has been sold and money received for same in the Spring?

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## Our Reservation Order Plan

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We realize that it would be almost impossible for you to place a definite order to cover your entire

season's dahlia requirements in advance. Yet you do not want to offer a list of dahlias in your catalog unless you are reasonably sure of your supply when needed.

In view of these facts, we ask our customers to send us a reservation order, which is a tentative, rather than a definite, order covering an outside estimate of your requirements for the coming season. When we receive such an order we set aside the required number of tubers and hold them for you until May 1. Up to that time you may order against this reservation as tubers are needed and same will be shipped to you promptly upon receipt of your order. By this plan you are absolutely sure of your supply at a uniform price throughout the season and know that you will be able to get your stock as and when it is needed most; and in case you do not sell the entire number of tubers reserved, you know that you do not have to accept and pay for a lot of tubers for which you have no use.

And to avoid disappointment, be sure to get your reservation order in early while the cream of our list is still available.

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Don't give up the plant and bulb end of your business just because you happen to live in the beetle zone and don't want to be bothered by quarantine regulations. We can fill your dahlia orders direct from here and you'll undoubtedly be able to find reliable growers outside the beetle zone who can fill your orders for plants, shrubs and other nursery stock on the same plan.

Remember we do not issue a retail catalog, and our name does not appear on any orders shipped direct to your customers. We sell to the legitimate trade only and you may be absolutely certain that your customers addresses are held in strictest confidence because all orders are

known by number only in our records.

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## RUTH VAUGHAN SOLD

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Late in July we announced our new pink decorative dahlia RUTH VAUGHAN. As soon as this announcement was received the R. M. Kellogg Company of Three Rivers, Michigan, contracted for the entire 1935 crop of this variety which would of course make them the only source from which it could be obtained in Spring of 1936. We hope to have a larger planting of Ruth Vaughan next year when it will again be offered to our customers.

RUTH VAUGHAN has genuine merit, and we are absolutely sincere in our belief that it is the finest pink dahlia that has been offered since Jersey's Beauty was introduced. By this we do not mean to claim that it is a better variety, because, well, there just isn't any such thing; but of the many pinks of recent introduction we believe Ruth Vaughan is the best in the bunch. Of course stock is somewhat limited as yet, but keep this variety in mind. It will make you money in years to come.

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**means**  
  
**to you**  
**!!!**



# Trade Prices For 1936

Prices are quoted per hundred tubers. Ten or more will be sold at the hundred rate. For less than ten tubers of one variety, add 20%. Contract customers are entitled to minimum or thousand rates (where so quoted, as indicated by the \*) regardless of quantity ordered at any one shipment. Large buyers should send list for special quotations.

As packed for shipment tubers weigh approximately 20 lbs. per hundred.

All our stock is absolutely dependable, field grown from tubers, not plants—planted early, carefully rogued and fully matured before dug. Stored under ideal conditions, all tubers are fresh and plump, carefully cut, trimmed and sorted by expert cutters—no haggling, no broken necks, no culls—every tuber with a good eye, full of vitality and sure to please your most exacting customers. No stunts, mosaic or diseased plants in our fields, and no junk or untried varieties in our list.

If tubers are to be wrapped and labelled individually for resale, add \$1. per hundred to prices given. Where order is of sufficient size to warrant—one hundred or more tubers of a kind, and not less than ten kinds—we will, if desired, use a special label, similar to our regular blue label, but bearing your own name or trademark, and printed on stock in your own choice of color (unless such color is already reserved for another customer) with our regular white semi-parchment wrapper, at same rate. This will enable you to offer stock under your own exclusive label.

(A) Art or Peony-flowered (B) Ball or Show (C) Cactus (D) Decorative

We have discontinued the growing of pompons, singles and collarettes entirely, and cannot supply varieties of such types.

## At \$2. per Hundred

### \$15. per Thousand

MIXED—Each season at planting time we reserve a limited number of tubers of each of our leading varieties for use in filling late orders. At the close of the season all that are left of these are thrown into one lot and planted as MIXED. The result is a well balanced assortment of types and colors, and will prove a wonderful value. The tubers are all stamped MIX and must be sold as such. Our stock of this offering is necessarily limited to a few thousand tubers, and orders should be placed early to avoid disappointment.

## At \$2.50 per Hundred

### \$20. per Thousand

Named varieties, properly labelled, our selection of varieties and types, customer's choice of color so far as possible, but not guaranteed. In this lot we include standard varieties which are especially suitable for counter trade of Department Stores, etc., at 10c retail—such varieties as will stand the frequent handling, exposure, etc., to which stock on open counter is subject, and yet will prove most satisfactory to customers.

## At \$3. per Hundred

### \$25. per Thousand

Aurore (A) Orange salmon  
Jan Olieslager (A) Yellow  
Mad. Von Bystein (A) Lilac pink  
Queen Wilhelmina (A) White  
A. D. Livoni (B) Popular pink  
American Beauty (B) American beauty red  
Bonnie Blue (B) Bluish  
Dee-lighted or Roosevelt's Smile (B) White

Dreer's White (B) White  
Floral Park Jewel (B) red tipped white  
Maude Adams (B) Popular white and pink  
Storm King (B) White  
Stradella (B) Rose purple  
Tillamook (B) Blush  
Vivian (B) White tipped purple  
Yellow Duke (B) Yellow  
Bride's Bouquet (C) White  
Emily Russel (C) American beauty shade  
Etenard de Lyon (C) Purple lavender  
Kreimhilde (C) Cream and pink  
Lawine (C) White faintly tinged lavender  
Libelle (C) Royal purple  
Melody (C) Yellow often tipped white.  
Perle de Lyon (C) White  
Pierrot (C) Amber tipped white  
Sunset (C) Bronze  
Thomas Oberlin (C) Red  
War Dance (C) Yellow and red  
Zephyr (C) Pink  
Aida (D) Maroon  
Amityville (D) Silver pink  
Countess of Pembroke (D) Lavender  
Dakota (D) Flame  
Darlene (D) Shell pink. The pink Jean Kerr  
Doazon, (or BIG GUS) Giant orange scarlet  
Flamingo (D) Pink  
Flora (D) White  
Mrs. J. G. Cassatt (D) Dark pink  
Mrs. J. Harrison Dick (D) Yellow and pink  
Purity (D) A very fine, large white  
Queen Mary (D) Rose pink  
Yellow Colosse (D) Yellow

## At \$4. per Hundred

### \$30. per Thousand

Geisha (A) Yellow and red  
Polar Star (A) White  
Sweetheart's Bouquet (A) Salmon rose and fawn



Clara Seaton (B) Yellow brown  
 D. M. Moore (B) Deep maroon, almost black  
 Gold Medal (B) Yellow tipped red  
 Grand Duchess Marie (B) Brown orange  
 Miss Helen Hollis (B) Scarlet  
 Bertha Horne (C) Popular bronzy yellow  
 Betty Austin (C) Pink rose, yellow base and tips  
 Celia (C) Lavender pink  
 Golden West (C) Yellow overlaid orange  
 J. H. Jackson (C) Maroon  
 Mrs. Ethel F. T. Smith (C) White  
 Rene Cayeux (C) Brilliant red  
 Washington City (C) White  
 Agnes Haviland (D) Rose pink and yellow  
 Delice (D) Popular pink  
 Dr. Tevis (D) Salmon rose  
 J. D. Long (D) Salmon pink, amber and bronze  
 Jean Kerr (D) White  
 Mina Burgle (D) Popular red  
 Mr. Crowley (D) Salmon pink  
 Mrs. Carl Salbach (D) Lavender pink  
 Oregon Beauty (D) Brilliant red  
 Sequoia Gigantea (D) Yellow tinged red  
 Swift (D) Yellow  
 Venus (D) Popular white suffused lavender

## At \$5. per Hundred

### \$40. per Thousand

Cleopatra (A) Dull gold  
 Diana (A) Scarlet. This is the true Marean Diana  
 Rosalia Styles (A) Rose pink  
 The Billionaire (A) Yellow orange  
 White Cap (A) White  
 Attraction (C) Lilac-rose  
 Ballet Girl (C) Orange and white  
 Gay Paree (C) Golden bronze and red  
 George Walters (C) Salmon pink and yellow  
 Marguerite Bouchon (C) Pink and white center  
 Minamoto (C) Large dazzling scarlet  
 Mrs. Edna Spencer (C) Lavender pink  
 Rheinischer Frohsinn (C) White and carmen rose  
 Scaramouche (C) Indian red  
 Sunset Glow (C) Scarlet tipped yellow  
 U. S. A. (C) Red orange  
 Catherine Wilcox (D) Pinkish white tipped red  
 Elizabeth Slocombe (D) Red purple  
 Insulinde (D) Yellow brown  
 Kittv Dunlap (D) American beauty shade  
 Le Grande Manitou (D) Lilac striped purple  
 Liberty Bond (GOLDEN DAWN) (D) Buff orange and salmon  
 Mrs. I. de Ver Warner (D) Orchid lavender  
 N. C. 4 (D) Yellow and purple  
 Patrick O'Mara (D) Apricot yellow and orange  
 Pride of California (D) Red  
 Purple Manitou (D) Purple  
 The Millionaire (D) Lavender pink

## At \$6. per Hundred

### \$50. per Thousand

California Enchantress (C) Rosy pink  
 Cigarette (C) White edged orange.  
 Countess of Lonsdale (C) Popular salmon pink  
 Gladys Sherwood (C) Large white  
 Kalif (C) Scarlet  
 Red Cross (C) Scarlet and gold  
 Tom Lundy (C) Dark crimson  
 Alexander Waldie (D) Cream overlaid pink  
 Atlantic Ocean (D) Yellow  
 Bashful Giant (D) Apricot and amber

Bonnie Brae (D) Cream suffused pink  
 Champagne (D) Clear chamois  
 Charm (D) Burnt orange  
 Ellinor Vanderveer (D) Glowing rose pink  
 Giant Ruby (D) Red  
 Judge Alton B. Parker (D) yellow buff  
 Robert Treat (D) American beauty red  
 Rosemawr (D) Rose pink  
 Sagamore (D) Apricot buff  
 Snowdrift (D) White

## At \$8. per Hundred

### \$60. per Thousand

E. T. Bedford (D) Purple tinged silver  
 Francis Larocco (D) Canary yellow  
 Iowa (D) Maize tipped pink  
 Jane Cowl (D) Bronzy buff and salmon  
 Jersey's Beacon (D) Scarlet and buff  
 Jersey's Beauty (D) Popular pink  
 Judge Marean (D) Popular orange and red  
 Margaret Woodrow Wilson (D) Creamy white suffused pink  
 Pride of Stratford (D) Best large orange

## At \$10. per Hundred

### \$80. per Thousand

Francis Lobdell (C) Mallow pink  
 Avalon (D) Yellow  
 Kentucky (D) Bronze sport of Jersey's Beauty  
 Laura Morris (D) Best giant deep yellow  
 Rose Fallon (D) Old gold  
 The Emperor (D) Maroon

## At \$12. per Hundred

### \$100. per Thousand

Islam Patrol (C) Scarlet tipped gold  
 Barbara Redfern (D) Large old gold and rose  
 Jersey's Mammoth (D) Giant mahogany  
 Marmion (D) Yellow suffused bronze  
 Monmouth Champion (D) Orange flame  
 Paul Michael (D) Old gold

## At \$15. per Hundred

### \$120. per Thousand

Fort Monmouth (C) Maroon  
 Dad (D) Large red  
 City of Trenton (D) Tangarine orange  
 Dr. John H. Carman (D) Tyrian rose  
 Harry Mayer (D) Pale roselyn purple  
 Helen Ivans (D) Lavender  
 Ida Perkins (D) White  
 Regal (D) Bronze  
 Rookwood (D) Pink  
 Thomas A. Edison (D) Royal purple

## At \$25. per Hundred

### \$200. per Thousand

Ruth Vaughan (D) Wonderful new pink—Sold out  
 World's Best White (D) White—Stock limited

# Dahlias For Counter Trade

Floral and seed stores and nurseries who operate retail stores during the planting season always prefer to have tubers wrapped and labelled individually, especially for counter trade.

At a small extra charge of \$1. per hundred, or one cent per tuber, we pack each tuber in fine, clean sawdust, wrap in white semi-parchment and seal with our special printed blue label, showing name of variety, originator or introducer, type and predominating color. By this method tubers are kept fresh and plump for weeks, and there is no breaking of sprouts or mixing of varieties through

frequent handling. Stock presents a more salable appearance—in fact, looks like a Christmas package—and customers can pick out just what variety or type of color they want from label description.

Furthermore, customers know that stock is of known origin and not a cheap job lot of tubers, and are willing to pay more for it because they feel that they are sure of getting genuine stock that is really worth more than ordinary stock such as is usually offered at the "five and ten" stores.

By actual test, placing this stock side by side with bulk stock, it will

outsell such stock two to one, even when offered at twice the price. Try it and see for yourself which stock will make you the most money.

The D. V. Burrell Seed Growers Co., of Rocky Ford, Colo., say, "We believe this demand (for seeds of known origin) will grow until planters will require from their seedsmen seeds in the grower's original sealed packages." This should apply to other nursery products, and we believe we were the first, and so far as we know are still the only, grower to offer dahlias for resale in original packages.

## Supply Your Customers With Genuine



## BLUE LABEL DAHLIAS

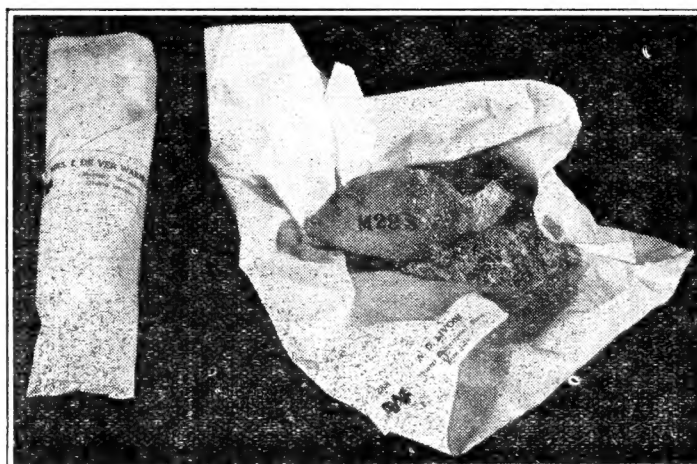


They

LOOK BETTER

KEEP BETTER

SELL BETTER



And

THEY

ALWAYS

SATISFY

When you buy dahlias for resale, you must be absolutely certain they are true to name. Our system of stamping varietal number on tubers when clumps are divided makes it impossible for varieties to become mixed in storage and handling and insures you against come-backs and kicks when plants bloom in the fall. And in your own panting you will find this number on the old tuber when clump is dug, thus lessening the chance of mistakes before dividing clumps in the spring.

And as to the keeping qualities of wrapped stock, we quote from a

letter from one of our customers:—"The half dozen tubers you sent us for trial this spring were kept in our hot office from January until the latter part of May. At that time they were opened and planted. The bulbs, while shrivelled, made a good start and caught up with our other stock without trouble." Think of keeping dahlia tubers in a hot office for five months, and still have them grow. You couldn't do that with bulk stock.

### SPECIAL OFFER—

We will send you 250 tubers of assorted varieties suitable for good

class of counter trade, each tuber in original sealed wrapper as shown, for \$12.50. This assortment will include not only standard sorts but also many really fine varieties of which our stock is too small to list in quantity, and should sell readily at 18c each or six for \$1.—a total retail value of \$45. Half size assortment (125 tubers) for \$6.75.

A liberal supply of Cultural Direction leaflets will be sent free with every assortment under this offer.

Don't fail to try either the full or half size assortment this year. You can't get better value, even if you want the tubers for your own planting instead of for resale.

Modern Methods of Merchandising Applied to Products of the Nursery

# Direct Mailing Service

<p><b>FLOWER BULBS PERISHABLE</b> <b>DO NOT DELAY</b></p> <p>From R. M. Kellogg Dahlia Dept., Wayland, Mich.</p> <p>To _____</p>	<p>Ship _____ Order No. _____</p> <p>RETURN WITH INVOICE TO</p> <p><b>R. M. KELLOGG CO., Three Rivers, Mich.</b></p>	<p><input type="checkbox"/> No. 1 Dahlia Coll. _____</p> <p><input type="checkbox"/> No. 2 Dahlia Coll. _____</p> <p><input type="checkbox"/> No. 3 Dahlia Coll. _____</p>
<p><b>WAYLAND DAHLIA GARDENS, Wayland, Mich.</b></p>		
<p>Please ship to above address the Dahlias as listed.</p>		
<p>Date Shipped _____</p>		<p>Cost _____</p> <p>Postage _____</p> <p>Total _____</p>

**CONTENTS—MERCHANDISE—FOURTH CLASS MAIL**

**POSTMASTER:—This parcel may be opened for Postal Inspection, if necessary.**

**INSPECTION CERTIFICATE**

Michigan State Department of Agriculture Certificate of Nursery Inspection No. 4222

This is to certify that the Nursery Stock of R. M. Kellogg Co., Three Rivers, Michigan, has been examined and found apparently free from dangerous insects and dangerously contagious tree and plant diseases. Samuel T. Metzger, Commissioner. This Certificate to be void after Sept. 15, 1935. Bureau of Agricultural Industry, Paul Van Deinse, Director; E. C. Mandenberg, in charge of Orchard and Nursery Inspection. Lansing, Mich., Sept. 10, 1934.

We are reproducing herewith, by permission of the R. M. Kellogg Co., the form of combination shipping order, invoice and mailing sticker used in filling orders for this customer.

In using this form the customer indicates on the right hand half the dahlias wanted and date to be shipped as well as his customer's address and order number. We pack and fill in cost of order, postage and date shipped, attaching left hand half of form to package mailed and returning right hand half with invoice to our customer.

By this plan our customer saves cost of transportation and rehandling and is able to supply his customer with absolutely fresh roots direct from our cellars. We wrap tubers, pack carefully in substantial cartons and the cost of this extra service is really less than it would cost you at your own place because we are especially equipped to handle this class of trade, buy our cartons in large quantities and save you double packing expense.

Customers who are located within the Japanese Beetle zone will be particularly interested in this service because it will relieve them of all bother of inspection of individual shipments.

If you live outside the State of Michigan we will attend to the obtaining of plant growers license and inspection certificate in Michigan without cost to you if order is of reasonable amount.

Where we advance postage charges we send you postmaster's receipt and bill for amount paid. This bill is supposed to be payable on receipt. Cost of tubers is covered by separate bill and it is optional with customer whether tuber account be paid net June 1 or on a basis of 3% discount for payment within 10 days.

If you are interested in this service we shall be pleased to give any further information you may wish.

## Wayland Dahlia Gardens, Wayland, Michigan



# Laura Morris

## The Perfect Deep Yellow Dahlia

Most of the yellow dahlias are in the lighter shades. In LAURA MORRIS you will find a giant decorative of the most desirable deep yellow color. This dahlia always attracts the immediate attention of every person who sees it and we have heard nothing but praise for it from those who have bought it from the many leading seed and nursery houses who have listed it in their catalogs for the past two or three seasons. We know of no dahlia that can take its place in the color range and believe you will make no mistake in offering it to your customers. Roots \$10. per hundred \$80. per thousand.



**Wayland Dahlia Gardens, Wayland, Michigan, U. S. A.**

## Terms and Conditions

Not less than 10 tubers will be supplied at the hundred rate, and no wholesale orders will be accepted for less than \$5. unless the season's orders amount to at least \$10 in the aggregate, in which case all orders will be billed at the minimum rate.

While we seldom fail to complete accepted orders, we reserve the right to omit any part of order where unexpected or unavoidable shortage of any variety occurs.

We will not substitute unless specifically instructed to do so. If sold out of any particular variety when order is received, we will so advise at once.

All orders shipped at purchaser's expense and risk, and although we exercise every precaution to pack tubers safely against freezing, we do not guarantee against damage in transit.

All shipments bear Certificate of Inspection issued by our State Department of Agriculture; but it is distinctly understood that customers must assume all risk in regard to the entomological requirements of their respective states.

Always state time and mode of shipment, otherwise we will use our best judgment, but without assuming any responsibility in the matter.

No extra charge made for packing and delivery to carrier, except where tubers are put up in special packages for resale.

Claims for rejections, errors, or omissions must be made within ten days after arrival of tubers.

**GUARANTEE**—While we exercise the greatest care to have all our stock true to label, and hold ourselves prepared to replace, on proper proof, all that may prove

untrue, we do not give any warranty, expressed or implied, and in case of any error on our part, it is mutually agreed between the purchaser and ourselves that we shall not at any time be held responsible for a greater amount than the original purchase price of the stock.

**TERMS**—Unknown persons should send either cash in full with order, or 25 per cent with order, balance C. O. D. Parties whose credit is approved may order tubers shipped any time after December first, and invoice for same will be dated June first following. Accounts unpaid after that date are subject to an interest charge at the rate of 6 per cent per annum. No accounts carried where amount is less than \$25.

**REFERENCE**—As to our responsibility, we refer to the Wayland State Bank, Wayland, Michigan.

**Wayland Dahlia Gardens, Wayland, Michigan, U. S. A.**